

Research, Development & Commercialization Funding Support for Virginia's Technology Community

The Center for Innovative Technology, a nonprofit corporation, has been Virginia's leading driver of innovation and entrepreneurship since 1985. CIT works to plug the funding gaps at the earliest stages of the innovation continuum with commercialization and seed funding support from dilutive and non-dilutive sources. SBIR/STTR support, Commonwealth Commercialization Fund (CCF) grants, and the CIT GAP Seed Fund are the three programs currently in place to support these goals.

SBIR/STTR ASSISTANCE PROGRAM

CIT is the lead organization in Virginia for SBIR/STTR support. CIT's **Federal Funding Assistance Program** works to support Virginia's early stage technology firms in their efforts to learn about and apply for federal SBIR and STTR awards. Small Business Innovation Research (SBIR) grants and Small Business Technology Transfer (STTR) grants provide \$150K to \$1.5M to high risk, high payoff R&D that supports the missions of the 11 participating federal agencies. Virginia ranks 3rd in the US in awards with \$170+M in SBIR/STTR funding in 2019. CIT's Federal Funding Assistance Program works with over 250 start-ups, university researchers, and young technology firms each year to educate, mentor, train and support SBIR/STTR applications. Contact Robert Brooke at 703-689-3080 or Robert.brooke@cit.org for more information.

SBIR/STTR ASSISTANCE INCLUDES:

- SBIR/STTR Mentoring
- Low Cost Training Webinars and live training across Virginia
- \$500-\$3,500 "Phase 0" Awards to Support Phase I & Phase II Proposal Writing
- Expert Third Party Referrals
- Mentoring Network
- Monthly Federal Funding Newsletter
- Referrals to CIT's GAP Seed Fund

Virginia SBIR/STTR Stats:

Consistently ranked 3rd in the country in SBIR/STTR Funding -- \$170M~ per year.

CIT trains 300+ companies and researchers annually in SBIR/STTR.

6-8 SBIR/STTR Workshops held each year in regions across Virginia.



Robert Brooke
*Dir. Federal Funding Assistance Program
Center for Innovative Technology*

SBIR/STTR MENTORING

CIT's Federal Funding Assistance Program helps you identify the appropriate SBIR/STTR fit, pathway, and "next steps" in your SBIR/STTR efforts. We'll typically suggest you take a 6-9 month look at SBIR/STTR in order to allow for enough time to engage in the appropriate training, speak with appropriate federal agency reps, and allow for time to write your proposals.

LOW COST SBIR/STTR TRAINING

CIT's Federal Funding Assistance Program runs one of the most aggressive, low cost SBIR/STTR workshop schedules in the nation. More than a dozen workshops and webinars held each year across the Commonwealth on various subjects, presented by nationally respected SBIR/STTR consulting firms.

Training Includes:

- **Low Cost SBIR/STTR Workshops:** Agency specific and All Agency training sessions held across Virginia for in depth guidance on proposal preparation (when appropriate)
- **Webinar training: Free and Low cost. 20+ sessions posted for follow on viewing, including:** SBIR/STTR Intro; SBIR Commercialization Planning; Compliance & QuickBooks for grant winners; NIH Virtual Classroom: NSF Virtual Classroom; DOD Web Series; NASA SBIR; Dept. of Energy SBIR; Tips from Investors; Tips from SBIR Winners; University Participation in SBIR/STTR, and more.
- **SBIR/STTR Training Calendar:** <https://www.cit.org/events.html>
- **Pre-recorded webinars available (FREE):** <https://www.cit.org/sbir-webinar-archives.html>

SBIR/STTR Basics:

11 Federal Agencies award \$3.8 Billion in R&D grants/contracts annually to small tech based businesses.

Two Phase Program provides \$150-\$225K in 6-12 month phase I project (prove feasibility), and \$500K-\$1.5M in 2 year phase II project (testing, scaling, product development).

"America's Seed Fund" – SBIR/STTR is 25% of all seed funding available to tech firms in America.

All SBIR/STTR awards provide a sole source contracting vehicle for federal contracting!

Small Business maintains ownership of intellectual property.

PHASE 0 GRANTS TO SUPPORT PHASE I & PHASE II PROPOSAL WRITING

- The Phase 0 Grant Award program provides small grants to approved applicants in order to assist in the hiring of outside SBIR/STTR proposal consultants. 1-2 month advance notice required. Virginia based HQ, with majority of employees in Virginia.
- Awards range from **\$500 to \$3,500**. Limited to applicants with no prior SBIR/STTR awards, those applying for their first Phase I or Phase II award, or applying to an agency to which they have no prior awards. Application process required. Funding is available on a first come first served basis.
- Email sbir@cit.org for additional information and to request an application.

EXPERT REFERRALS

- CIT's Federal Funding Assistance Program will provide referrals to expert **SBIR/STTR consultants, commercialization consultants, law firms with SBIR/STTR knowledge, accounting firms, manufacturing support resources, and other local and state entities** that provide support to small businesses.

SBIR/STTR FUNDING NEWSLETTER

- CIT's SBIR/STTR Funding Newsletter provides updates on future training, SBIR/STTR deadlines, and useful tips for prospective applicants.
- Join listserv by emailing robert.brooke@cit.org and request to be added to newsletter listserv.

GAP SEED FUND

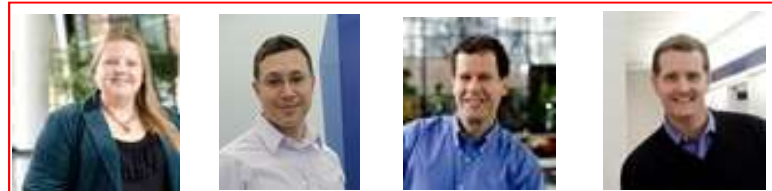
CIT GAP Funds is a family of seed- and early-stage investment funds placing equity investments in Virginia-based technology, life science and clean-tech companies. CIT GAP Funds invests in companies with a high potential for achieving rapid growth and generating significant economic returns for entrepreneurs, co-investors and the Commonwealth of Virginia. Investments are typically in the form of up to \$200K in convertible debt or preferred equity, and are catalytic of concurrent or downstream investment.

The **Virginia Founders Fund (VFF)** seeks to invest up to \$50K in companies outside the Northern Virginia area, or, in women/minority/veteran owned tech firms across the Commonwealth.

Since 2004, CIT GAP Funds has deployed over \$35 million, delivering in excess of half a billion dollars of private capital to the balance sheets of GAP Fund portfolio companies.

CIT GAP Fund and VFF are managed by a dedicated professional investment team with assistance from sector-specific Investment Committees composed of leading entrepreneurs, angel investors and venture capitalists in the tech, life science and clean tech verticals.

For more information on the CIT GAP Funds, please go to <https://www.cit.org/gap.html> or contact us at gap@cit.org.



The CIT GAP Fund Team engages with regions across the Commonwealth:

Left to Right:

- *Jennifer O'Daniel, Investment Director*
- *Alex Euler, Investment Director*
- *Marco Rubin, Senior Investment Director*
- *Tom Weithman – Managing Director*

COMMONWEALTH COMMERCIALIZATION FUND (CCF)

The Commonwealth Commercialization Fund, or CCF, was launched on July 1, 2020 to foster innovative and collaborative efforts in Virginia. Combining two legacy state programs, the Commonwealth Research Commercialization Fund (CRCF) and the Virginia Research Innovation Fund (VRIF), CCF seeks technologies with a high potential for economic development and job creation and that position the Commonwealth as a national leader in science- and technology-based research, development, and commercialization. As administrator of the CCF, CIT supports CRCF and VRIF award recipients. Awards are up to \$100K.

The annual solicitation is typically released in the fall, has a required executive summary deadline followed by final submission in January/February. Awards announced by June of each year.

For the latest information on CCF, including funding opportunities, and if you'd like to be added to the listserv, visit <https://www.cit.org/ccf.html>. Questions can be sent to the CCF team via ccf@cit.org

FOR MORE INFORMATION ABOUT CIT'S FUNDING PROGRAMS

FEDERAL FUNDING ASSISTANCE PROGRAM:

Contact: Robert Brooke

PH: 703-689-3080

Email: robert.brooke@cit.org

WEB: <https://www.cit.org/sbirsttr.html>

Workshops: <https://www.cit.org/events.html>

COMMONWEALTH COMMERCIALIZATION FUND:

Email: ccf@cit.org

WEB: <https://www.cit.org/ccf.html>

CIT GAP FUNDS:

Email: Gap@cit.org

WEB: <https://www.cit.org/gap.html>



Center for Innovative Technology

2214 Rock Hill Road, #600

Herndon, VA 20170

703-689-3000

www.cit.org

